EXHIBIT G

⬡ SAFE

PRODUCTS   SOLUTIONS   FAIR™   CUSTOMERS   RESOURCES   COMPANY

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Why Customers Choose Safe Over SecurityScorecard?

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Why Customers Choose SAFE TPRM

Risk-Based TPRM
SAFE quantifies third-party risk in dollars and tiers vendors based on loss magnitude and likelihood, unlike size or revenue-based tiering.

AI-Driven Automation
SAFE automates data ingestion and analysis of security assessments and questionnaires to provide real-time, prioritized insights.

Unified TPRM Platform
SAFE integrates 3rd party and 1st party cyber risk in the same platform. It delivers unified TPRM "outside-in", questionnaires and "inside-out" assessments.

Built on Open Standards
SAFE's outputs are transparent and defensible, purpose-built on open standards such as FAIR™, MITRE™ ATT&CK, and NIST™.

Reduced Total Cost
SAFE provides a predictable flat-rate pricing model, supports cost-effective tech stack consolidation, and cuts third-party management expenses.

	⬡ SAFE	**SecurityScorecard**
Who are your riskiest third parties in $ terms? *Risk-based Third-Party Tiering*	✔ Enables focus on the most critical vendors based on loss exposure tiering driven by vendor data access, network access, and resultant business interruption.	✕ Difficult to identify the critical vendors.
How can I look at all telemetry from threat feeds and third parties? *Comprehensive TPRM Approach*	✔ Consolidated threat feeds, outside-in, questionnaires, and inside-out assessments of third-party cyber risk.	✕ Only provides 'outside-in' but lacks holistic risk management.
How about my own security controls? *Zero-Trust TPRM*	✔ Real-time visibility into how well first-party controls are configured to minimize third-party breaches.	✕ Not supported.
What can I do? What can my third parties do to mitigate risk? *Prioritized, Actionable Insights*	✔ Prioritized, ROI-driven recommendations to reduce potential financial losses from the most critical vendor risks.	✕ Generic insights with less specificity to different risk levels.
How can I automate this program? *Gen-AI-Powered Automation for TPRM*	✔ Automation for data ingestion and security analysis, eliminating manual effort and enhancing the speed and accuracy.	✕ Utilizes limited automation, focusing more on manual processes for risk assessment.

How can I look at all risks together? *Simple, One-Platform Solution*	✓ Unified third and first-party risk management in a single platform.	✗ Provides outside-in scores and some first-party risk management features but lacks the holistic risk management depth.
Is it defensible and tunable? *Open Standards and Defensible*	✓ Leverages open standards, including FAIR, FAIR-TAM, FAIR-CAM, FAIR-MAM, MITRE™ ATT&CK, MITRE™ D3FEND, and NIST CSF	✗ Utilizes proprietary 'black box' methodologies.
How can I manage my costs? *Flat Pricing Model*	✓ Predictable, all-inclusive pricing that reduces costs by covering unlimited vendors without additional fees.	✗ Cost increases with the increase in the number of vendors or assessments.

Comparison based on review done on May 2024.

"I am running blind on my third party risk."

- CISO of a Fortune 100 Healthcare Provider

SAFE revolutionizes third-party risk management, equipping CISOs with the power of real-time insights, automated assessments, and strategic actions across all third parties, fortified by an unparalleled Zero Trust approach.

See Safe in Action

SCHEDULE DEMO

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Based on Open Standards:

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